

ENDORSEMENT OF THE PLATFORM

OF THE

Canadian Wholesale Grocers' Association (Inc.) by the Wholesale Grocers of Ontario.

The Wholesale grocery trade of Ontario unanimously endorse the principle of a manufacturer fixing prices and terms on his proprietary goods on a basis that is fair to the manufacturer, wholesaler, retailer, and consumer, and refusing to sell to any wholesale house who is not willing to maintain such list prices and terms.

The wholesale grocery trade of Ontario unanimously hold that there cannot be competition in the price of the same brand of goods, that the lowest price must rule, and without some definite instructions from the manufacturers with regard to the sale of proprietary lines the trade unanimously realize that one cut leads to another and that eventually while the selling price would be uniform it would be at a uniform price without any margin whatever to the wholesale trade.

The wholesale grocery trade of Ontario, therefore, desire to place on record their stand on this important matter.

The wholesale grocery trade of Ontario also unanimously endorse the platform of the Association as set forth at the Convention held in Ottawa in August, 1919, and they particularly endorse the last clause in the platform, believing that the time has arrived when good business ethics should prevail, and that houses who violate their word should be penalized, at least to the extent of the manufacturer refusing to sell them.

It is further resolved that the wholesale grocery trade of Ontario will, if necessary, refuse to handle a manufacturer's goods who issues list prices and at the same time sells to the retail trade, or to some of them at least, on the same basis as they sell